

Hospital Profile: BAYSTATE MARY LANE HOSPITAL

Ware, MA
Baystate Health System
Community Hospital
Pioneer Valley / Franklin Region

Baystate Mary Lane Hospital is a non-profit, acute care community hospital. It is among the smallest hospitals in Massachusetts, with 25 staffed beds. Baystate Mary Lane is located in the Pioneer Valley/Franklin region and represents 1% of all acute hospital staffed beds in the region. Baystate Mary Lane is a member of the Baystate Health system, which is the parent company of Health New England health plan.

PATIENTS Forty-eight percent of all inpatient cases treated at Baystate Mary Lane are from Ware and Belchertown.

INPATIENT SERVICES Compared with the other community hospitals, Baystate Mary Lane treats a greater proportion of lower-severity cases. In FY12, it accounted for 1% of all inpatient discharges from acute hospitals within the Pioneer Valley/Franklin region.

FINANCIAL PERFORMANCE Baystate Mary Lane's total revenue in FY12 was \$30 million. Its FY12 public payer mix was 60%, higher than the average community hospital. Baystate Mary Lane's FY12 inpatient cost⁺ per case mix adjusted discharge was \$8,754, approximately 14% lower than the average community hospital. Baystate Mary Lane's CY12 average commercial payer price level was at the 34th percentile, the third lowest of all community hospitals. It earned a surplus of \$325,000 (1.1% total margin) in FY12, although it was not profitable in FY10 or FY11.

AT A GLANCE

TOTAL STAFFED BEDS: 25, among the smallest acute hospitals

% OCCUPANCY: 35%, < cohort avg. (62%)

TOTAL REVENUE in FY12: \$30 million

PUBLIC PAYER MIX: 60% (Non-DSH* Hospital)

SPECIAL PUBLIC FUNDING: CHART*

TAX STATUS: Non-profit

TRAUMA CENTER DESIGNATION: Not Applicable

CY12 COMMERCIAL PAYER PRICE LEVEL: 34th Percentile

CASE MIX INDEX in FY12: 0.84, > cohort avg. (0.81); < statewide (1.06)

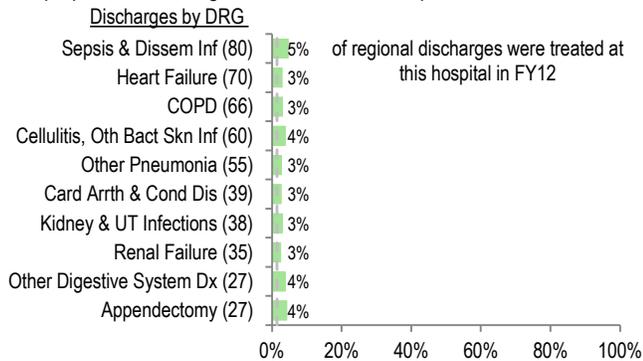
INPATIENT:OUTPATIENT REVENUE in FY12: 17%:83%

TOTAL MARGIN in FY12: 1.1% (\$0.3 million)

CHANGE in OWNERSHIP (FY08-FY12): Not Applicable

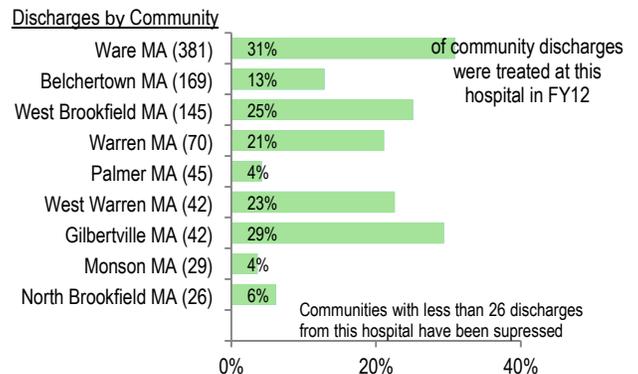
SERVICES

What were the most common inpatient cases (DRGs) treated at the hospital? What proportion of the region's cases did this hospital treat for each service?



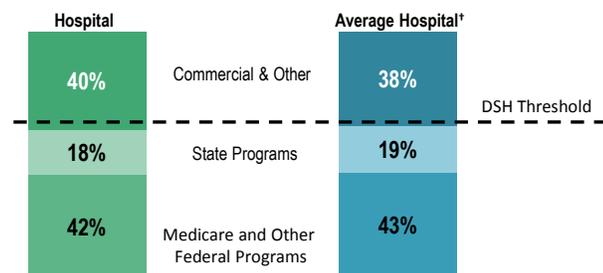
--- Hospital (1,159) = 1% of total regional discharges

Where did most of the hospital's inpatients reside? What proportion of each community's total discharges were attributed to this hospital?



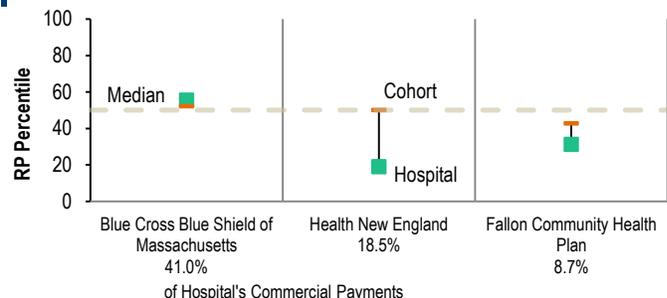
PAYER MIX

What was the hospital's overall payer mix (gross charges) in FY12, and how does this hospital compare to the average acute hospital's payer mix?

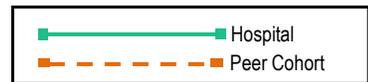


Percentage calculations may not sum to 100% due to rounding

What were the hospital's CY12 payer-specific relative price levels for its top three commercial payers? How does this hospital compare to the average hospital in its peer cohort?

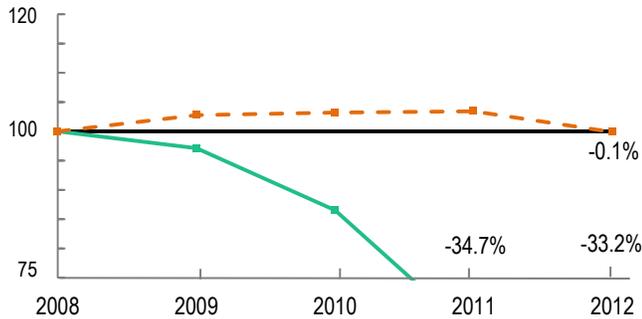


For descriptions of the metrics, please see Technical Appendix.

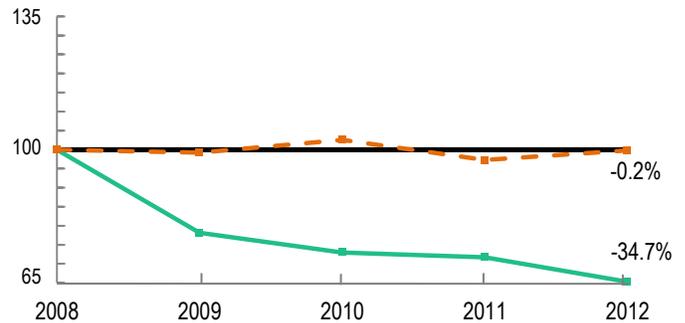


UTILIZATION TRENDS

How has the volume of the hospital's inpatient discharges changed compared to FY08, and how does this hospital compare to the average hospital in its peer cohort? (FY08=100)

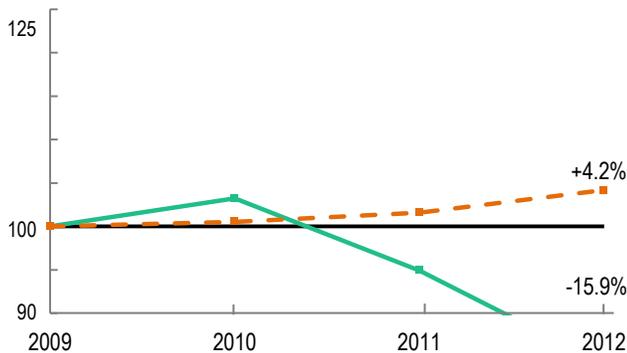


How has the volume of the hospital's outpatient visits changed compared to FY08, and how does this hospital compare to the average hospital in its peer cohort? (FY08=100)

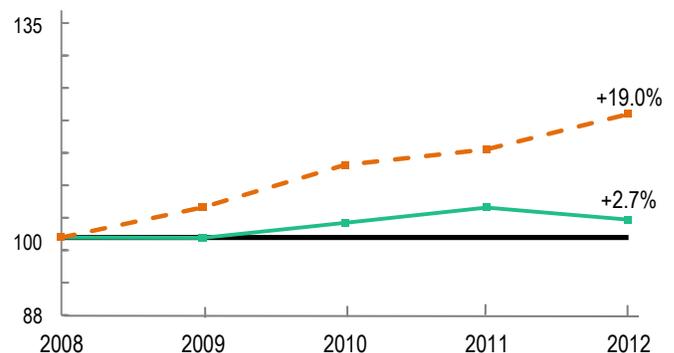


COST TRENDS

How has the hospital's inpatient cost[†] per case mix adjusted discharge changed compared to FY09, and how does this hospital compare to the average hospital in its peer cohort? (FY09=100)



How have the hospital's total outpatient costs changed compared to FY08, and how does this hospital compare to the average hospital in its peer cohort? (FY08=100)

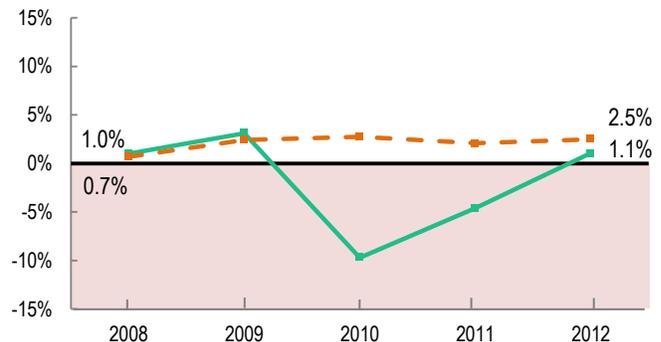


FINANCIAL PERFORMANCE

How have the hospital's total revenue and costs changed between FY08 and FY12?

Revenue, Cost & Profit/Loss (in millions)					
FY	Total Revenue	% Change	Total Cost	% Change	Total Profit/Loss
2008	\$32		\$32		\$0.3
2009	\$33	3.5%	\$32	1.3%	\$1.0
2010	\$29	(11.9%)	\$32	(0.2%)	(\$2.9)
2011	\$30	1.2%	\$31	(3.5%)	(\$1.4)
2012	\$30	2.1%	\$30	(3.4%)	\$0.3

What was the hospital's total margin between FY08 and FY12, and how does this compare to the median of its peer cohort hospitals?



For descriptions of the metrics, please see Technical Appendix.

[†] Costs were adjusted to exclude direct medical education costs and physician compensation.
^{*} Disproportionate Share Hospitals (DSH) receive a minimum of 63% of gross patient service revenue from public payers.
[^] For more information on Community Hospital Acceleration, Revitalization and Transformation (CHART) special funding, please contact the Health Policy Commission (HPC).
[†] Average Hospital does not include Specialty hospitals.

For more information, please contact:

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